

OMV Petrom Group in figures 2016



OMV Petrom

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Note:

In this report, "the Company", "OMV Petrom", "OMV Petrom Group" and "the Group" are sometimes used for convenience where references are made to OMV Petrom S.A. and its subsidiaries in general. The financials presented in the report are audited and represent OMV Petrom Group's consolidated results prepared according to IFRS; all the figures refer to OMV Petrom Group unless otherwise stated. Figures may not add up due to rounding differences.

Key figures for OMV Petrom Group

Statement of income (RON mn)	2012	2013	2014	2015	2016
Sales	26,258	24,185	21,541	18,145	16,247
Earnings before interest and tax (EBIT)	5,662	5,958	3,338	(530)	1,469
Clean CCS EBIT ¹	5,855	6,015	5,202	2,522	1,694
Financial result	(836)	(259)	(429)	(196)	(204)
Profit/(loss) before tax	4,826	5,699	2,909	(726)	1,265
Taxes on income	(880)	(875)	(810)	36	(227)
Net income/(loss) attributable to stockholders	3,953	4,821	2,103	(676)	1,043

¹ Clean CCS (Current Cost of Supply) figures exclude special items and inventory holding effects (CCS effects) resulting from Downstream Oil.

Balance sheet (RON mn)	2012	2013	2014	2015	2016
Balance sheet total	38,145	40,047	43,125	41,118	41,414
Total equity	23,405	26,642	27,005	25,688	26,706
Net debt/(cash)	1,711	332	890	1,286	(237)
Average capital employed	24,426	25,953	27,617	28,568	27,024

Key figures for OMV Petrom Group

Overview key figures	2012	2013	2014	2015	2016
Net operating profit after tax (NOPAT) in RON mn	4,041	4,938	2,095	(628)	1,100
Return on average capital employed (ROACE) in %	17	19	8	(2)	4
Clean CCS ROACE in %	18	19	14	6	4.5
Return on equity (ROE) in %	18	19	8	(2.5)	4
Equity ratio in %	61	67	63	62	64
Gearing ratio in %	7	1	3	5	n.m.

Cash flow (RON mn)	2012	2013	2014	2015	2016
Cash flow from operating activities	7,185	8,048	6,830	5,283	4,454
Cash flow from investing activities	(5,055)	(4,895)	(5,658)	(4,953)	(2,896)
Cash flow from financing activities	(2,220)	(2,412)	(1,334)	(794)	(376)
Cash and cash equivalents at end of year	667	1,408	1,268	813	1,996
Free cash flow	2,130	3,153	1,172	329	1,559

Key figures by segments

Capital expenditure (RON mn)	2012	2013	2014	2015	2016
Upstream	3,753	4,401	5,349	3,486	2,119
Downstream	1,120	845	797	402	453
thereof Downstream Oil	899	827	794	393	440
thereof Downstream Gas	221	18	3	9	13
Corporate & Others	57	57	92	7	3
TOTAL	4,930	5,303	6,239	3,895	2,575

Sales (RON mn)	2012	2013	2014	2015	2016
Upstream	920	1,108	861	682	436
Downstream	25,283	23,008	20,616	17,429	15,773
thereof Downstream Oil	21,587	19,127	16,602	13,224	11,655
thereof Downstream Gas	3,696	3,880	4,014	4,206	4,118
Corporate & Other	55	70	64	34	38
TOTAL	26,258	24,185	21,541	18,145	16,247

Key figures by segments

EBIT (RON mn)	2012	2013	2014	2015	2016
Upstream ¹	5,467	5,529	3,932	(1,815)	401
Downstream	498	498	(897)	1,014	1,293
thereof Downstream Oil	138	386	(79)	1,230	1,289
thereof Downstream Gas	360	112	(818)	(216)	3
Corporate & Other	(117)	(97)	(151)	(75)	(72)
Consolidation	(185)	29	454	346	(153)
TOTAL	5,662	5,958	3,338	(530)	1,469

¹ Excluding intersegmental profit elimination shown in the line "Consolidation"

Key figures by segments

Clean CCS EBIT ¹ (RON mn)	2012	2013	2014	2015	2016
Upstream ²	5,754	5,542	4,667	919	575
Downstream	390	541	591	1,169	1,122
thereof Downstream Oil	31	374	654	1,315	1,112
thereof Downstream Gas	359	167	(63)	(145)	11
Corporate & Other	(104)	(96)	(108)	(75)	(69)
Consolidation	(185)	29	52	509	65
TOTAL	5,855	6,015	5,202	2,522	1,694

¹ Clean CCS (Current Cost of Supply) figures exclude special items and inventory holding effects (CCS effects) resulting from Downstream Oil.

² Excluding intersegmental profit elimination shown in the line "Consolidation"

Key figures by segments

EBITD (RON mn)	2012	2013	2014	2015	2016
Upstream ¹	7,521	8,018	7,201	4,099	3,094
Downstream	1,203	1,282	590	1,837	2,038
thereof Downstream Oil	753	958	541	1,841	1,917
thereof Downstream Gas	450	324	49	(4)	121
Corporate & Other	(25)	(16)	(100)	(51)	(46)
Consolidation	(185)	29	454	346	(153)
TOTAL	8,514	9,313	8,145	6,231	4,933

¹ Excluding intersegmental profit elimination shown in the line "Consolidation".

OMV Petrom Group personnel data ¹

Activity	2012	2013	2014	2015	2016
Upstream	16,843	15,679	14,220	13,389	12,294
Downstream	3,076	2,275	2,131	2,035	1,912
thereof Downstream Oil	2,565	2,074	1,946	1,913	1,788
thereof Downstream Gas	511	201	185	122	124
Corporate & Other	1,731	1,665	597	614	563
TOTAL	21,650	19,619	16,948	16,038	14,769

¹ Headcount as of December 31.

Market indicators

	2012	2013	2014	2015	2016
Average crude price for Brent (USD/bbl)	111.67	108.66	98.95	52.39	43.73
Average crude price for Urals (USD/bbl)	110.76	108.3	97.95	51.45	42.10
Average realized crude price OMV Petrom Group (USD/bbl)	94	96.85	86.67	45.00	35.58
World crude demand (mn bbl/d)	89.8	91.3	92.5	94.4	96.5
World crude output (mn bbl/d)	90.9	91.6	93.3	96.4	96.9
Oil product demand in OMV Petrom markets (mn t) ^{1, 2}	14.9	14.6	14.7	15.7	15.9
thereof in Romania (mn t) ¹	8	7.8	7.7	8.2	8.4
Natural gas demand in Romania (TWh)	145	133	128	122	125
Average regulated domestic gas price for households (RON/MWh) ³	45.7	47.4	52.3	56.7	60
OPCOM spot average electricity base load price (RON/MWh)	217	156	154	162	150
Average exchange rate USD/RON	3.47	3.33	3.35	4.01	4.06
Average exchange rate EUR/RON	4.46	4.42	4.44	4.44	4.49

¹ Figures are estimates

² The OMV Petrom oil product markets include Romania, Bulgaria, Moldova, Serbia

³ According to gas price liberalization roadmap enforced by the Government starting February 1, 2013. ANRE recommended prices for prior periods.

Upstream

Key producing assets in Romania

Field/area	Oil/gas	2016 production in kboe/d
Oltenia	Oil + gas	46
Petromar	Oil + gas	30
Moldova Sud	Oil + gas	20
Muntenia Vest	Oil + gas	16
Moesia	Oil + gas	12
Muntenia Central	Oil + gas	10

Upstream

Key performance indicators	2012	2013	2014	2015	2016
Total proved reserves in mn boe	775	728	690	647	606
thereof in Romania	750	707	671	625	582
Reserve replacement rate in Romania (three-year average)	61%	48%	39%	33%	32%
Total hydrocarbon production (mn boe)	66.87	66.64	65.82	65.19	63.74
thereof in Romania	62.39	62.54	62.57	61.9	60.66
Crude oil and NGL production (mn bbl)	32.49	32.1	30.94	30.43	29.15
thereof in Romania	28.66	28.62	27.98	27.43	26.34
Natural gas production (bcm)	5.27	5.29	5.34	5.32	5.29
thereof in Romania	5.16	5.19	5.29	5.27	5.25
Natural gas production (bcf)	186.04	186.91	188.54	187.87	186.96
Exploration expenditure (RON mn)	530	453	1,224	1,399	338
Exploration expenses (RON mn)	328	423	156	577	262
OPEX (USD/boe)	15.37	15.45	17.27	13.16	11.85

Downstream Oil

Key performance indicators	2012	2013	2014	2015	2016
Refining input (kt) ¹	3,339	4,007	4,012	4,176	4,126
Refinery utilization rate (%)	73	90	89	88	89
Total refined product sales (kt)	5,004	5,222	4,807	5,028	4,932
thereof: Gasoline	879	1,413	1,297	1,343	1,297
Diesel	2,258	2,476	2,255	2,417	2,409
Retail sales volumes (kt) ²	2,485	2,479	2,373	2,529	2,561
Number of operating filling stations within OMV Petrom Group	798	785	780	788	783
thereof: in Romania	546	545	544	554	554

¹ Figures include crude and semi-finished products in line with OMV Group reporting standards

² Retail sales volumes include sales via Group's filling stations in Romania, Bulgaria, Serbia and Moldova. Figures also reflected wholesales in Moldova until end-2015, when reporting changed; historical figures were not adjusted accordingly.

Downstream Oil

Production (kt)	2012	2013	2014	2015	2016
Gasoline	946	1,210	1,143	1,262	1,222
Diesel	1,035	1,266	1,428	1,498	1,524
Kerosene / Jet fuel	144	185	207	190	171
HFO	350	366	309	193	219
LPG total	162	221	191	207	204
Petroleum coke	196	240	233	263	265

Downstream Gas

Key performance indicators	2012	2013	2014	2015	2016
Gas sales volumes (mn cbm)	4,841	4,893	4,419	4,768	4,637
Gas sales volumes (TWh)	52.2	52.7	47.7	51.4	50.4
thereof to third parties (TWh)	48.2	46.2	44.3	45.2	43.9
Net electrical output (TWh)	1.7	2.9	1.3	2.7	2.9

Key figures for OMV Petrom shares

OMV Petrom shares	2012	2013	2014	2015	2016
Number of shares	56,644,108,335	56,644,108,335	56,644,108,335	56,644,108,335	56,644,108,335
Market capitalization (RON mn) ¹	24,249	26,611	23,111	16,427	14,784
Market capitalization (EUR mn) ¹	5,475	5,961	5,156	3,627	3,256
Year's high (RON)	0.4327	0.4784	0.4900	0.4025	0.2915
Year's low (RON)	0.2900	0.4098	0.3700	0.2895	0.2155
Year end (RON)	0.4281	0.4698	0.4080	0.2900	0.2610
EPS (RON/share)	0.0698	0.0851	0.0371	(0.0119)	0.0184
Dividend per share (RON)	0.0280	0.0308	0.0112	0	0.015 ²
Dividend yield ¹	6.50%	6.60%	2.70%	0	5.70% ²
Payout ratio ³	40%	36%	30%	0	81% ²

¹ Calculated based on the closing share price as of the last trading day of the respective year

² Dividend subject to GMS approval on April 25, 2017

³ Computed based on the Group's 2016 net profit attributable to stockholders' of the parent.

OMV Petrom's stock exchange and privatization history

2001: Petrom is listed on the Bucharest Stock Exchange (BSE). The SNP shares started trading on September 3 and close at 0.0720 RON.

2004: On July 23, MEC and OMV signed the privatization contract whereby OMV acquired 51% stake in Petrom through a combination of a direct purchase of 33.34% (EUR 669 mn) and a simultaneous capital increase in Petrom (EUR 831mn). On December 7, OMV paid EUR 1.5 bn for 51% of Petrom share capital and on December 14 the Closing of the Privatization Agreement took place. Thus, OMV became the majority shareholder and Petrom's share capital increased as of December 31 to 5,600,050,608 RON with a nominal value of RON 0.1 per share. EBRD converted USD 73 mn of the Loan Agreement concluded with Petrom in 2002 into 2.03% of the Company's share capital.

2005: On November 22, the General Meeting of Shareholders (GMS) approved the share capital increase, giving to the existing shareholders the right to subscribe shares, with the nominal value of 0.1 RON, in order to keep their holdings. The Ministry of Economy and Commerce (MEC) has received 266,977,088 shares representing the value of the land for which the Company has obtained ownership titles between December 16, 2004 and October 10, 2005. During the subscription period (January 9 – February 9, 2006), OMV subscribed 334,209,314 shares, EBRD subscribed 13,275,740 shares, and a number of 3,924 shareholders,

natural persons and legal entities, subscribed 29,140,115 shares. Same year, on March 15, ROTX index was launched on Vienna Stock Exchange. The index reflected in real-time the movement of the seven liquid blue chip stocks traded at the BSE, Petrom included with a weight representing approximately 24%.

2006: On February 27, at the request of Fondul Proprietatea S.A., 5,600,050,608 shares, issued by Petrom S.A. were transferred from the account of the Ministry of Economy and Commerce into the account of Fondul Proprietatea S.A. Fondul Proprietatea is a fund created by the Romanian state in order to compensate the persons who suffered from the nationalization of their assets during the communist regime. Following the transfer and the share capital increase, the Ministry of Economy and Commerce now owns 17,481,773,996 shares and S.C. Fondul Proprietatea S.A. 5,600,050,608 shares, representing 30.87% and 9.89%, respectively, of the share capital. As of the end of the year, Petrom's main shareholder is OMV AG, with 51.01% of the share capital, followed by the Ministry of Economy and Commerce, with 30.87%, EBRD with 2.02%, while 6.21% of the share capital is free-float traded on the Bucharest Stock Exchange, being held by around 500,000 private and institutional investors from Romania and from abroad.

2007: According to the provisions of the E.G.O. no. 101/2006, on February 26, 2007 SC Depozitarul Central transferred

the Petrom shares owned by the Ministry of Economy and Commerce in the account of The Authority for State Assets Recovery (AVAS). Subsequent to the transfer, the AVAS owns 17,481,773,996 shares representing 30.862% of the Petrom share capital.

On July 11, 2007, in compliance with the stipulations of the Government's Emergency Statutory Order no. 81/2007, Depozitarul Central transferred 5,791,079,578 shares, representing 10.223% of Petrom's share capital, held by the AVAS, into the account of S.C Fondul Proprietatea S.A. Subsequent to the transfer, AVAS owns 11,690,694,418 shares representing 20.64% of the share capital and S.C. Fondul Proprietatea S.A. owns 11,391,130,186 shares, representing 20.11% of the share capital.

2009: The Ministry of Economy (ME) replaced AVAS in its position as Petrom shareholder, according to the provisions of Law no. 308/30.12.2008, on January 15, 2009.

2010: The EGMS dated December 16, 2008 approved the buy-back by Petrom of its own shares from the regulated securities market, under art. 103¹ of the Law no. 31/1990 on trade companies, with a view to distributing the same free of charge to the persons entitled to receive shares (former or current employees), to fulfill the obligation assumed in the Collective Labor Agreement. The buy-back program commenced on January 8, 2010 and was completed on January 18, 2010. OMV Petrom S.A. purchased 6,195,500

shares, representing 0.011% of the company's share capital from the regulated securities market, at a total value of RON 1,772,177. The purchase price ranged from RON 0.2730 to RON 0.2930. OMV Petrom S.A. distributed free of charge, to each person so entitled a number of 100 (one hundred) ordinary, nominal and dematerialized shares, traded on the first tier of the Bucharest Stock Exchange, with a nominal value of RON 0.1 each.

The EGMS held on August 3, 2010 approved in substance the spin-off of the OMV Petrom S.A.'s marketing activities and the legal transfer to OMV Petrom Marketing S.R.L. (a company fully owned by Petrom), by means of universal title legal transfer of assets and liabilities pertaining to such activities, together with the spin-off plan including its effects. The date on which the spin-off became effective was October 1, 2010. The authorized independent expert (i.e. PriceWaterhouseCoopers Management Consultants SRL) appointed by the Trade Registry, determined the sell-out share price (gross including any related fees and taxes) to be paid to the shareholders who exercised their sell-out right in amount of 0.352 RON/share. At the end of the process, in accordance to the sell-out procedure, OMV Petrom S.A. did not have to redeem any share from the above mentioned shareholders.

2011: The Office for State Ownership and Privatization in Industry on behalf of the Ministry of Economy, Trade and Business Environment ("MECMA") selected the underwriter for the Secondary Public Offering (SPO) for the sale of 5.57

mn shares, representing 9.84% of Petrom's share capital (total shares held by MECMA correspond to a 20.64% stake in the share capital) and the final prospectus was approved by the National Securities Commission on June 20. The offering took place between July 11 and July 22 and the Government set the minimum reference price of the SPO at RON 0.3708/share. On July 22, the offering closed unsuccessfully, as the valid subscriptions did not exceed the 80% minimum threshold of the offered shares.

2012: On November 28, the European Bank for Reconstruction and Development (EBRD) sold 229,554,012 shares in OMV Petrom S.A. on the Bucharest Stock Exchange. The sale represented 0.41% of OMV Petrom S.A.'s total shares. Thus, the EBRD stake in OMV Petrom S.A. diminished from 2.03% at the end of 2011 to 1.62% at the end of 2012, while the free float increased to 6.62%.

2013: On May 17, Fondul Proprietatea sold a 1.12% stake in OMV Petrom S.A. via an accelerated private placement on the BSE.

On November 15, the European Bank for Reconstruction and Development (EBRD) sold off its entire 1.62% participation in OMV Petrom S.A. via an accelerated private placement on the BSE.

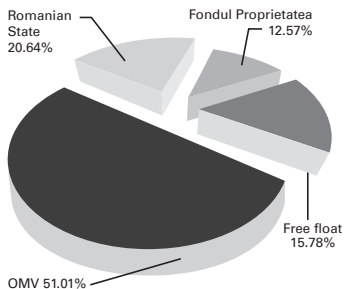
As of the end of 2013, OMV Petrom S.A. free float was 9.36%, traded at the first tier of the Bucharest Stock Exchange.

2016: On October 20, Fondul Proprietatea sold of a 6.4% stake in OMV Petrom S.A., through a Secondary Public Offering (SPO) of shares and GDRs. Each GDR represents 150 shares,

with 2,492,328 GDRs being issued in total against the deposit of 373,849,200 OMV Petrom S.A. ordinary shares with Citibank Europe plc, Dublin – Romania Branch, as custodian, for Citibank N.A., which is the depositary bank.

As of October 20, a 15.78% stake of the Company's shares is free float, traded within the Premium category of Bucharest Stock Exchange, under SNP symbol and on the London Stock Exchange's main market for listed securities under the symbol PETB and PETR.

Shareholder structure as of December 31, 2016



OMV Petrom share symbols

ISIN	ROSNPPACNOR9
Bucharest Stock Exchange	SNP
Bloomberg	SNP RO
Reuters	ROSNP.BX

OMV Petrom GDR symbols

London Stock Exchange Regulation S	PETB
ISIN Regulation S GDR	US67102R3049
London Stock Exchange Rule 144A	PETR
ISIN Rule 144A GDR	US67102R2058

Abbreviations and definitions

bbl	barrel(s), i.e. 159 liters
boe	barrels of oil equivalent
bcf	billion cubic feet
Capital employed	Equity including minorities plus net debt
cbm, bcm	cubic meter(s); billion cubic meters (measured at 15 °C)
EBIT	Earnings Before Interest and Tax
EBITD	Earnings Before Interest, Taxes, Depreciation and amortization, impairments and write-ups of fixed assets
EPS	Earnings per share
GDR	Global Depositary Receipts
GMS	General Meeting of Shareholders
HFO	Heavy Fuel Oil
kt	thousand tonnes
LPG	Liquefied Petroleum Gas
mn, bn	million, billion
OPEX	Operating expenses
RON	Romanian leu
NGL	Natural Gas Liquids (it refers to condensate only)
NOPAT	Net Operating Profit After Tax = Net income attributable to stockholders of the parent, adjusted for net interest on net borrowings, +/- result from discontinued operations, +/- tax effect of adjustments

ROACE	Return On Average Capital Employed = NOPAT (as a sum of current and last three quarters) divided by average Capital Employed (on a rolling basis, as an average of last four quarters) (%)
ROE	Return On Equity = Net income attributable to stockholders (as a sum of current and last three quarters) divided by average equity (on a rolling basis, as an average of last four quarters) (%)
t, toe	metric tonne(s), tonne(s) of oil equivalent
TWh	terawatt hour(s)

For a full list of abbreviations and definitions please see the OMV Petrom Annual Report.

Conversion factors

Conversion factors			Multiply by
Crude oil	bbl (Romania)	bbl (Kazakhstan)	toe
1 t	7.193	7.78	1

Natural gas	bn cf (Romania)	bn cf (Kazakhstan)	mn boe (Romania)	mn boe (Kazakhstan)	mn toe
1 bn cbm	35.315	34.779	6.539	5.796	0.909

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